

**ComEd Attachment 2**

CARE Program and Other Educational Materials

## Check Out the CARE Web Site

Visit [www.ComEdCARE.com](http://www.ComEdCARE.com) for helpful ways to save money on your electricity bill. Go online to check out these new tools:

- 1 ComEd Energy Doctor** – Submit your energy-saving questions online to the ComEd Energy Doctor, our in-house energy efficiency expert.
- 2 Online Energy Store** – Purchase energy-saving products (such as compact fluorescent light bulbs, ceiling fans, timers and thermostats) at a 20% discount.
- 3 Online Energy Audit** – Beginning fall 2006, use our interactive energy tool to understand how you are using electricity and what causes changes in your bill. You will also receive energy-saving tips customized for your home or business.
- 4 Energy Efficiency Tips** – A few simple steps can reduce your electricity usage. Get practical solutions that are easy to implement and will lower your bill.

Watch the Web site for more new tools and information coming soon.



# ComEd®

An Exelon Company

Looking for ways to save money  
on your electricity bill?  
*We have the answers.*



# ComEd®

An Exelon Company

Commonwealth Edison Company  
P.O. Box 805379  
Chicago, IL 60680-5379



# Take control of your energy bills and save money.

## LEARN

### ComEd Rates Are Changing

Rising fuel costs have increased the price of electricity around the country, and a nine-year Illinois rate freeze ends this year. As a result, ComEd's rates will go up in 2007 to ensure our continued commitment to providing reliable service.

To help our residential customers prepare for new rates, ComEd has launched **CARE – Customers' Affordable Reliable Energy**.

CARE is a new energy education and customer assistance initiative that will give you tools and information to help you save money on your electric bill. The program helps in three ways:

1. Energy efficiency information and programs to help reduce your bill
2. Special programs to assist low-income and senior customers
3. A rate stabilization proposal that caps rate increases in 2007, 2008 and 2009 to single digit percentages and recovers the deferred amount in 2010 through 2012



## ACT

### Take Advantage of CARE Programs

CARE offers our residential customers a number of different energy efficiency and low-income assistance programs. These programs can help you reduce your energy use and save you money. Leading CARE programs include:

#### Energy Efficiency

- **www.ComEdCARE.com** – A new Web site where you can get information, a free online energy audit, ask questions of the "Energy Doctor" and buy energy efficiency products.
- **ENERGY STAR® Compact Fluorescent Light Bulb Program** – Beginning in fall 2006, you can receive a rebate when you purchase high-efficiency light bulbs at participating national hardware and home improvement stores near you.

#### Low-Income Assistance

- **LIHEAP Contribution** – ComEd will make a \$1 million donation in 2006 to the Low Income Home Energy Assistance Program (LIHEAP) to assist eligible customers with their energy bills.
- **Free Light Bulbs** – ComEd's LIHEAP-eligible customers will receive a coupon for four free compact fluorescent light bulbs in fall 2006.

## GET RESULTS

### Lower Your Monthly Bills

CARE programs empower you to lower your monthly electricity bills and save money. You can achieve positive results just by taking some simple steps like these:

- In frequently used areas, install compact fluorescent light bulbs, which use 66% less energy and can last 10 times longer than incandescent bulbs.
- Keep your central air at the highest temperature comfortable for you. Turning it up and down makes it work harder – without cooling your home any faster.
- When replacing or installing ceiling fans, window air conditioners or refrigerators, look for an ENERGY STAR-labeled unit to save money.
- Turn off lights, printers, monitors, computers and other devices when not in use.
- Put lamps left on for security purposes on a timer to help reduce annual energy usage.



[www.ComEdCARE.com](http://www.ComEdCARE.com) • 888-806-CARE (2273)





# CARE

Customers' Affordable Reliable Energy

July 11, 2006

ComEd

an electric company

[EN ESPAÑOL](#)

[CONTACT US](#)

[ABOUT](#)

## LEARN



### LEARN

Why electricity rates are changing, how to lower your monthly bill, and more...

## ACT



### ACT

Reduce your energy use, buy energy-efficient products, find rebates and incentives, and more...

## GET RESULTS



### GET RESULTS

Do-it-yourself home energy audit, Energy Efficiency Showcase, and more...

I WANT TO FIND...

Please Select

Welcome to CARE!

### LOOK FOR CARE AT THESE EVENTS

**7.18.06 - 8.29.06**

Chicago Outdoor Film Festival

**7.19.06 - 7.23.06**

Kane County Fair

**7.25.06 - 7.30.06**

Lake County Fair

**7.26.06 - 7.30.06**

DuPage County Fair



Ask the  
**ENERGY  
DOCTOR**

[learn more...](#)



**July 11, 2006 – ComEd Launches CARE Initiative**

Save 20%  
at the  
Online  
Energy  
Store

[Chicago](#)

[Rockford](#)

[learn more...](#)



## QUICK TIPS TO CUT YOUR ENERGY BILLS



ENERGY STAR



# CARE

Customers' Affordable Reliable Energy

Member of

ComEd.

American Company

[EN ESPAÑOL](#)

[CONTACT US](#)

[ABOUT](#)

LEARN

ACT

GET RESULTS

## LEARN

[Electricity Rates Explained](#)

[How To Lower Your Monthly Bill](#)

[Resource Library](#)

## Did You Know...

Heating and cooling costs make up 45% of the typical home's utility bill.

[ADDITIONAL RESOURCES](#)

## LEARN



### ELECTRICITY RATES EXPLAINED

[learn more...](#)



### HOW TO LOWER YOUR MONTHLY BILL

[learn more...](#)



### RESOURCE LIBRARY

[learn more...](#)







# CARE

Customers: Affordable Reliable Energy

760.341.1234

ComEd

An Energy Company

[EN ESPAÑOL](#)

[CONTACT US](#)

[ABOUT](#)

LEARN

ACT

GET RESULTS

## ACT

[Reduce Your Home's Energy Use](#)

[Buy Energy-Efficient Products](#)

[Find Rebates and Incentives](#)

[Visit the Online Energy Store](#)

[Ask the Energy Doctor](#)

## Did You Know...

Placing your air conditioner in the shade can reduce its energy use by as much as 10%.

## ACT

 [ADDITIONAL RESOURCES](#)

### REDUCE YOUR HOME'S ENERGY USE



[learn more...](#)

### BUY ENERGY-EFFICIENT PRODUCTS



[learn more...](#)

### FIND REBATES AND INCENTIVES



[learn more...](#)

### VISIT THE ONLINE ENERGY STORE



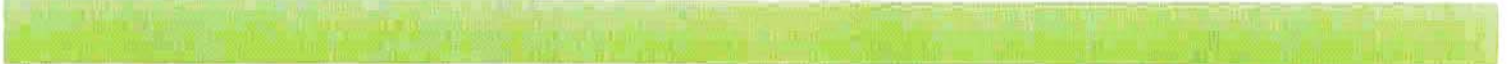




**ASK THE ENERGY DOCTOR**

[learn more...](#)

[learn more...](#)





# CARE

Customers' Affordable Reliable Energy

EN ESPAÑOL

ComEd  
An Edison Company

EN ESPAÑOL

CONTACT US

ABOUT

LEARN

ACT

GET RESULTS

## GET RESULTS

[Do-it-yourself Home Energy Audit](#)

[Energy Efficiency Showcase](#)

[Case Studies of Energy-Efficient](#)

## Did You Know...

On average, 40% of all electricity used to power home electronics is consumed while the products are turned off, but not unplugged.

[ADDITIONAL RESOURCES](#)

## GET RESULTS

### DO-IT-YOURSELF HOME ENERGY AUDIT



[learn more...](#)

### ENERGY EFFICIENCY SHOWCASE



[learn more...](#)

### CASE STUDIES OF ENERGY-EFFICIENT HOMES



[learn more...](#)





### Introduction:

In late 1997, the Illinois legislature voted to restructure the electricity industry and put market forces to work for consumers. On January 1, 2007, the 9-year transition period to restructuring will end, to move forward, ComEd has filed two cases before the ICC:

- 1) A procurement case to create a competitive bidding process called a reverse auction to procure energy for our customers (filed February 25, 2005).
- 2) A rate case seeking adequate delivery rates to assure continued system reliability (filed August 31, 2006).

### Since 1997:

- Restructuring has already benefited commercial and industrial customers in several ways. Since December 31, 2000, all commercial and industrial customers have supplier choice – meaning you can choose from any one of several alternative energy suppliers that have been approved by the Illinois Commerce Commission (ICC).
- ComEd made it easy for other retail suppliers to sell power through our delivery system and, as a result, more than 45% of large customer (>1MW) load has moved to alternative suppliers, as did thousands of small businesses, some reporting savings of up to 15%.

### Post 2006:

- Beginning January 1, 2007, the Customer Transition Charge (CTC) will expire. Therefore, this fee will no longer appear on bills of customers who choose an alternate provider.
- Through the delivery rate case, your rates and riders will be simplified. The purpose of simplification is to make it easier for you to compare your service and rates to those of alternative providers.
- Through rate restructuring, we will also align rates to the actual costs of delivering power to a certain customer class. Therefore, the proposed rates will more accurately reflect ComEd's current costs.

## Electricity Competition Benefits Consumers

- Competition disciplines prices.
- Electricity suppliers will compete in the auction to supply customers at the lowest available market prices – so consumers win.
- Northern Illinois already is in a robust wholesale electricity marketplace with access to electricity stretching from the Mississippi River to the Atlantic Ocean.
- Consumers will have reliable electricity at a stable and affordable price.
- The Illinois Commerce Commission will continue to have full regulatory oversight of ComEd's delivery service and rates.

*In an open and competitive marketplace,  
consumers always win.*

Commonwealth Edison  
Company  
PO Box 805379  
Chicago, IL 60680-5379  
[www.aail.com/0079.com](http://www.aail.com/0079.com)

**ComEd.**  
An Exelon Company

© 2006 ComEd

Revised Jan 2006 containing 2005 revised post-consumer waste

**ComEd.**  
An Exelon Company

# Moving Competition Forward

Information for Large Commercial  
and Industrial Customers



## As part of the Illinois Commerce Commission's (ICC) Post-2006

ConEd's rate filing is designed to meet these consensus principles. The following tables outline the changes ConEd has proposed in its

© 2006 The Authors  
Journal compilation © 2006 Blackwell Publishing Ltd

**SUMMITRY, SIDE STRENGTH**  
*Met with the British Commerce Commission (BCC) on August 11, 2008*

## Summary List of NEW Tariffs

*Filed with the Illinois Commerce Commission (ICC) on August 11, 2008*

Riders	Name	Generally Replaces
Rider C5	Federal Air Conditioner Load Cycling Program 2007	Rider C5
Rider C6	Control and System Reliability Program 2007	Rider C6
Rider C7	Control and System Reliability Program 2007	Rider C7
Rider C8	Control and System Reliability Program 2007	Rider C8
Rider EOK	Control and System Reliability Program 2007	Rider EOK
Rider FCA	Control and System Reliability Program 2007	Rider FCA
Rider GCB7	Control and System Reliability Program 2007	Rider GCB7
Rider LGC	Control and System Reliability Program 2007	Rider LGC
Rider MLL	Control and System Reliability Program 2007	Rider MLL
Rider NIS	Control and System Reliability Program 2007	Rider NIS
Rider POC	Control and System Reliability Program 2007	Rider POC
Rider GVM	Control and System Reliability Program 2007	Rider GVM
Rider SBO7	Control and System Reliability Program 2007	Rider SBO7
Rider ESAME	Control and System Reliability Program 2007	Rider ESAME
Rider TAX	Control and System Reliability Program 2007	Rider TAX
Rider VLR	Control and System Reliability Program 2007	Rider VLR
Rider VSR	Control and System Reliability Program 2007	Rider VSR
Rider Z557	Control and System Reliability Program 2007	Rider Z557

Other Tariffs	Name	Generally Replaces
General Terms and Conditions	General Terms and Conditions	Terms and Conditions and ILL C.C. No. 9 - Information and Requirements for the Supplier of Electric Service

## Summary List of REPLACED Tariff Rates

The use of our data is limited through 12/31/2017 except where noted with a trademark ®

Name	Current Tariff
Residential Service	Rider BES-8
Residential Service Add - On Heat Pump Customers	Rider BES-8
Residential Service - Time of Day	Rider BES-8
General Service	Rider BES-NR or Rate BES-NRA as applicable
Large General Service	Rider BES-NRA or Rate BES-H as applicable
Standby Service - Space Heating Customers	Rider BES-L
Municipal Street Lighting	Rider BES-L
Water Supply and Sewage Pumping Service	Rider BES-NRA or Rate BES-NRB, no pumping designation
Street Highway and Traffic Signal Lighting	Rider BES-L
Private Outdoor Lighting	Rider BES-L
Customer-Owned Equipment - Backfeed Customers	* Expires on its own terms 12/31/06
Customer Transition Charge	Rider BES-H
Hourly Energy Pricing	Rider BES-H
Independent Power Producer Service	Rider BES-H
Metering Service Provider Service	Rider BES-H
Partial Requirements Contract Service	Rider BES-H
Retail Customer Delivery Service	Rider BES-H
Small Business Delivery Service	Rider BES-H
Residential Hourly Energy Pricing (Experimental)	Rider BES-H
Contract Service	* Expires on its own terms 12/31/06, Rate BES-H
Residential Air Conditioner Load Cycling Program	Rider AC7
Customer Transition Charges - Multi Year	* Expires on its own terms December 31, 2006
Governments Consolidated Billing	Rider CLB7
Government's Consolidated Billing	District Delivery Class
Instrument Funding Charge	* Terminates December 31, 2008 per Section 89-23 of the Public Utilities Act
Interim Supply Service	Rate BES-L, Rate BES-NRB, Rate BES-L, Rate BES-R, Rate BES-H as applicable
Monthly Energy Charge	Expires on its own terms January 1, 2007
Power Purchase Option (Market Index)	Rider PPO-M/M as filed by ComEd in Docket No. 05-0199
Single Bill Option	Rider SBO7
System Reliability Services	Rider VLB7
Voluntary Load Response and System Reliability Program	Rider VLB7
Capacity-Based Load Response and System Reliability Program	Rider CLB7
Zero Standard Service	Rider ZSS7
Electric Line Extensions	Rider DE
Qualified Solid Waste Energy Facility Purchases	Rider QSW
Non-Standard Facilities - Generating Facilities	Rider NSG
Optional or Non-Standard Facilities	Rider NS
Meter Lease	Rider ML
Allowance for Customer-Owned Transformers	No replacement; standard distribution facilities available
Primary Metering	Rider PM
Service at 69,000 Volts or Higher	Distinct Delivery Class
Renewable Energy Resources and Coal Technology Development Assistance Charge and Energy Assistance Fund	Rider RER
Governmental Pumping Service	Rate BES-NRB, Rate BES-NRA, or Rate BES-H as applicable
Fabricate Cost Additions	Rider RCA
Industrial Development	No replacement; termination payment to be provided
For the Supplemental Low-Income Energy Assistance Fund	Rider RCA
Electric Supply Hearing	Rider THX
Interruptible Service	Rate BES-NRB, Rate BES-NRA, or Rate BES-H as applicable
Displacement of Self-Generation	Rate BES-NRB, Rate BES-NRA, or Rate BES-H as applicable with Rider VLB7 and Rider CLB7 available
Local Government Compliance Clause	Rider LCC
Interruptible/Curtailable Service	Rider VLB7 and Rider CLB7 available
Decommissioning Expense Adjustment Clause	Expires on its own terms June 30, 2007



**Fact Sheet****Post 2006 Rate Restructuring****Rate 6: Grain Drying Provision***(Changes Effective January 2, 2007)***Rate Simplification**

In January 2007, ComEd will implement a new rate structure that reflects the cost of delivering electric power and energy to each customer class. This rate simplification will help customers make informed decisions regarding which power supply options are best for their needs.

New Rates		Applicable Customer Group
BES-NRA	Basic Electric Service – Nonresidential Annual	Greater than 400 kW demand
BES-NRB	Basic Electric Service – Nonresidential Blended	Up to 400 kW demand
BES-H	Basic Electric Service – Hourly	Elective

**Rate 6 Grain Drying Provision Replacement**

Currently, customers who have grain drying facilities used in an agricultural operation have the option of selecting a fixed summer billing period from May 16 through September 15.

Beginning January 2, 2007, the Grain Drying Provision will no longer be available. The Summer Period, as defined in ComEd's General Terms and Conditions, consists of the June, July, August, and September monthly billing periods. All customers currently receiving Rate 6 and the optional grain drying rate provision will have the option to purchase their electric power and energy from:

- A RES (Retail Electric Supplier), or
- The applicable ComEd rate - BES-NRA or BES-NRB, or
- Elect ComEd Rate BES-H.

These Basic Electric Service rates will be structured such that the prices for the individual components of service (distribution, transmission and generation) will be separate, allowing customers to easily compare their rates with other electricity suppliers.

**Example**

A retail customer who has grain drying facilities with a September monthly billing period ending on September 10<sup>th</sup> and taking service on Rate BES-NRB would be billed under the Summer Supply Charge for each kilowatt-hour (kWh) provided through September 10<sup>th</sup>. The Non-summer Supply Charge for each kWh provided after September 10<sup>th</sup> would apply. Likewise, A retail customer with a September monthly billing period ending on September 20<sup>th</sup> would be billed under the Summer Supply Charge for each kWh provided through September 20<sup>th</sup>. The Non-summer Supply charge for each kWh provided after September 20<sup>th</sup> would apply. The distribution charge and transmission charge are not differentiated by season or time of day.

For additional information on Post 2006 Rates and Riders please contact your ComEd Energy Services representative or visit [www.comedpost2006.com](http://www.comedpost2006.com).



## Fact Sheet

# Electricity Rate Simplification: Improving Rate Efficiency for Commercial and Industrial Customers

### Rate Simplification:

As part of the Illinois Commerce Commission's (ICC) Post-2006 Initiative, a broad group of Illinois stakeholders came together to form a Rates Working Group. After a number of substantive workshops, this group agreed that rates should be restructured to separate the transmission and distribution rates from the rates for electricity supply.

The ICC workshop process also pointed to a need to simplify utility rate structures for all customers. Simplified rates facilitate customer choice by allowing customers to easily compare competitive offerings and select the plan that best meets their needs. The working group also agreed that rates for a particular customer class should be based on the costs for that customer class (i.e., no cross-subsidization).

The Final ICC Staff Report of December 2, 2004 said: "Power and energy rates should reflect the cost of service to the extent possible. A cost-based approach serves two purposes. First, it is generally believed to promote efficiency and produce more economic decision-making by consumers. Second, a cost-based approach is equitable: fairness results from having ratepayers pay only those costs they cause the utility to incur... a focus on non-cost factors has the potential to produce arbitrary results that are inefficient, uneconomic and, in the end, counter-productive. To avoid such a result, Staff recommends that the Commission continue its longstanding effort to base electric rates on costs."

### 2007 Rates:

Following the ICC Staff's recommendations, in January 2007, ComEd will align rates to the actual costs of delivering electric power and energy to each customer class. Therefore, the proposed rates will more accurately reflect ComEd's current costs. This rate simplification will help customers make informed decisions regarding which power supply options are best for them.

## Fact Sheet

### Post 2006 Rate Restructuring

#### LOAD RESPONSE RIDERS

Rider 26 - Interruptible Service

Rider 27 - Displacement of Self-Generation

Rider 30 - Interruptible/Curtailable Service

Rider 32 - Curtailable Service Cooperative

Rider VLR - Voluntary Load Response & System Reliability Program

Rider CLR - Capacity-Based Load Response & System Reliability Program

*(Changes Effective January 2, 2007)*

### Rate Simplification

In January 2007, ComEd will implement a new rate structure that reflects the cost of delivering electric power and energy to each customer class. This rate simplification will help customers make informed decisions regarding which power supply options are best for their needs.

New Rates		Applicable Customer Group
Rider VLR7	Voluntary Load Response & System Reliability Program - 2007	Elective
Rider CLR7	Capacity-Based Load Response & System Reliability Program - 2007	Elective

### Replacement of Riders VLR, CLR, 26, 27, 30 and 32 with Riders VLR7 and CLR7

Riders 26, 27, 30, 32, Rider VLR, and Rider CLR, constitute ComEd's current demand response portfolio as all of these riders compensate customers for curtailment of load under defined conditions.

All customers currently receiving service under Riders 26, 27, 30, 32, VLR and CLR may have the option to obtain demand response incentives from:

- A RES (Retail Electric Supplier) offering demand response incentives, or
- The applicable ComEd rate – with Rider VLR7 or Rider CLR7 as an optional rider to the applicable rate

As of January 2, 2007, ComEd will discontinue offering Riders VLR, CLR, 26, 27, 30, and 32, effectively consolidating its core demand response programs for nonresidential customers into Rider VLR7 and Rider CLR7.

ComEd is proposing this restructuring of its demand response portfolio to address three basic issues.

**Design of Legacy Demand Response Programs (Riders 26, 27, 30, 32):** These riders were designed and priced in an era when ComEd supplied electricity (both power and energy) from its own portfolio of generation assets. Therefore, the existing rate structure of these riders is no longer relevant in the new market-based environment.

**Changes in Wholesale Market Structure:** With ComEd's entry into PJM, a visible market now exists to determine the value of demand response (both energy and capacity). As noted above, ComEd's existing demand response programs were not priced with respect to a visible market and, therefore, the changes in the wholesale market should be taken into account in valuing demand response provided by retail customers.

**Changes in Retail Market Structures:** Riders 26, 27, 30, and 32 are inconsistent with the objectives of a competitive retail market. Specifically, these tariffs, which were developed before restructuring when ComEd was a vertically integrated utility, were predicated on customers taking energy supply from ComEd. On the other hand, Riders VLR7 and CLR7 are market-based and essentially pass through the incentives and penalties, if applicable, from PJM. Furthermore, they can be made available to any qualifying nonresidential customer, regardless of whether they remain on ComEd supply or take service from an alternative supplier. Thus, the consolidation of these programs will eliminate any potential mismatch between market prices and ComEd incentive payments.

For additional information on Post 2006 Rates and Riders please contact your ComEd Energy Services representative or visit [www.comedpost2006.com](http://www.comedpost2006.com).

**ComEd Attachment 3**

**Potential Future Energy Efficiency Programs**



# Potential Future Energy Efficiency Programs<sup>1</sup>

## Low Income Programs

- **Energy Efficient Affordable Housing Program**
  - Incentives to non-profit builders of energy efficient affordable homes for low to moderate-income families.
  - Leverages existing state program.
  - Impacts single family and multi-family units rehabbed to achieve high levels of energy efficiency via insulation, air sealing, ENERGY STAR® appliances, efficient ventilation systems, and occasionally renewable (solar) technologies.
- **Reduced Energy Needs for the Elderly Program**
  - Targets LIHEAP senior homeowners.
  - Expands current program limited to 17 Cook County suburbs and administered by Proviso Council on Aging.
  - Provides funding for weatherization and other EE measures.
- **Shore Bank Neighborhood Institute**
  - Provides low income Chicago bungalow owners low cost financing for attic insulation and air sealing home improvements.
  - Looks for opportunities to add more financial institutions and target additional geographic areas.
  - Leverages other available government grants.
- **Bring It Home – Residential Window AC Program**
  - By invitation only, targeted to LIHEAP eligible customers.
  - Provide new ENERGY STAR® AC unit directly to customer in exchange for old working unit.
  - Environmentally sound decommissioning of older working window units.
  - AC exchange coordinated with local municipal officials and held at locations within targeted low income neighborhoods.
- **LIHEAP/Senior CFL**
  - Targeted to LIHEAP/Senior eligible customers.
  - Provides up to four free ENERGY STAR®-rated compact fluorescent lights.

---

<sup>1</sup> This list of programs is currently under consideration by ComEd for future implementation. The program descriptions are expected to change over time as the programs are more fully developed and designed.

## **Other Residential Programs**

- **Lighting Incentives**
  - Leverages economies of scale via regional Change A Light, Change the World program.
  - Industry incentives and in-store customer rebates for ENERGY STAR®-rated traditional and specialty compact fluorescent lights, ceiling fans, and fixtures.
- **Refrigerator/Freezer Incentives**
  - Industry incentives and customer rebate/bounty for operational older refrigerators and freezers.
  - Environmentally sound recycling of older units.
  - Builds upon Illinois pilot funded by ComEd, DCEO and City of Chicago.
- **Air Conditioning Incentives**
  - Industry incentives and customer bounty for turning in older working window units and purchasing ENERGY STAR® window units.
  - Environmentally sound recycling of older working window units.
  - Industry incentives and customer incentives for ENERGY STAR® central air conditioning units.
- **Awareness and Education**
  - Leverages existing ComEd energy efficiency educational materials (Spanish and English).
  - Utilizes on-line energy audit program.

## **Non-Residential Programs**

- **C&I Lighting Program – Prescriptive Incentive**
  - Targets lighting retrofits.
  - Incentives provided for installation of qualified energy-efficient lighting technologies.
- **C&I Air Conditioning Program – Prescriptive Incentive**
  - Targets customers that need to replace older equipment.
  - Incentives provided to upgrade to energy efficient equipment.
- **C&I Motor Program – Prescriptive Incentive**
  - Provides incentives for premium-efficiency motors.
  - Targets those customers who need to replace existing motors.
- **Small Business Direct Install Lighting**
  - Turn-key program targets customers under 100 kW in size (e.g., retail, small offices).
  - Contractors provide comprehensive lighting retrofits.

- Packaged product simplifies customer participation.
  - **Small Business Energy Advantage**
    - Targets C&I customers under 100 kW in size (e.g., restaurants, food stores).
    - Energy audit conducted by contractors to identify energy saving opportunities.
    - Combination of direct-install retrofits, incentives, and loans eliminating out-of-pocket costs to customer for implementation.
  - **Custom Energy Efficiency Upgrade Program**
    - Provides incentive for technologies that do not fit under Prescriptive Programs.
    - Incentives based on energy savings.
    - Targets new technologies and unique equipment applications that save energy.
  - **Industrial Compressed Air Program**
    - Targets industrial customers.
    - Compressed air system audit and implementation of recommendations.
    - Incentives for implementation along with a maintenance agreement commitment.
  - **Industrial Efficiency Program**
    - Provides industrial energy efficiency assessments.
- Recommendations identified could be eligible for other program incentives.